

Message Text

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E.O. 11652: N/A
TAGS: BEXP, SA
SUBJECT: PUBLIC HOUSING IN SAUDIA ARABIA, TRADE OPPORTUNITIES

REF STATE 39068

EBIN UNCLASSIFIED

1. EMBASSY TODAY COMPLETED TRANSLATION OF A NOTE FROM THE MINISTRY OF FOREIGN AFFAIRS REQUESTING COMPLETE INFORMATION ON US FIRMS WHICH "ENJOY TECHNICAL, ADMINISTRATIVE, AND FINANCIAL INTEGRITY COUPLED WITH HIGH REPUTATION AND LONG PRACTICAL EXPERIENCE IN SUPERVISING CONSTRUCTION AND MANAGEMENT OF...COLOSSAL RESIDENTIAL COMPOUNDS" OF PRE-FABRICATED CONCRETE. COMPOUNDS SHALL BE MAIFE UP OF MULTI-STOREY BUILDINGS OF DIFFERENT HEIGHT, EQUIPPED WITH NECESSARY UTILITIES (WATER, SEWAGE, ELECTRICITY, ETC.) AND PUBLIC SERVICES (SCHOOLS, HOSPITALS, ETC.)

2. NOTE ASKS THAT ALL AVAILABLE INFORMATION BE PROVIDED ASAP, AND ADDS THAT NAMINATION BY THE EMBASSY WILL BE SUFFICIENT INDICATION THAT THE FIRMS ENJOY REPUTABLE BUSINESS INTEGRITY AND WIDE KNOW-HOW AND EXPERIENCE.

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3. EMBASSY HAS HEARD INFORMALLY THAT PLANS FOR 100,000 RESIDENTIAL UNITS (ORIGINALLY PUT FORWARD BY MINISTRY OF FINANCE) HAVE NOW GROWN TO INCLUDE 300,000 UNITS. WE HAVE NOT YET, HOWEVER, HAD OPPORTUNITY OF CALLING ON MINISTER OF HOUSING AND PUBLIC WORKS. LATTER HAS BEEN ORGANIZING NEWLY CREATED MINISTRY (OCTOBER), AND IS EVIDENTLY NOW READY TO GET DOWN TO HARD BUSINESS.

4. EMBASSY UNDERSTANDS USUAL USG PROBLEMS IN RECOMMENDING ONE FIRM OR ONE LIST OF FIRMS, BUT IN THIS CASE WE URGE THAT STATE, COMMERCE AND TREASURY COMBINE THEIR EFFORTS TO GIVE THIS REQUEST THE MAXIMUM POSSIBLE ATTENTION. AS THE NOTE POINTS OUT, OUR ASSISTANCE IN THIS MATTER COULD LEAD TO "CONSTRUCTIVE COOPERATION BETWEEN THE TWO COUNTRIES IN THIS SECTOR." EMBASSY ALSO BELIEVES OPERATION BY US CONSULTING FIRMS GIVES US CONTRACTORS A MAJOR LEG UP ON THIRD COUNTRY COMPETITORS.
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